



University of  
NORTH ALABAMA  
FOUNDATION

**DEVELOPMENT COMMITTEE**

**UNA FOUNDATION**

*Friday, March 15, 2019; 10:00 – 11:30 a.m.*

*The Guillot University Center – University Events Conference Room*

**AGENDA**

- I. Welcome.....Brad Botes '83, Chair
- II. Review of Prior Meeting Minutes.....Brad Botes
- III. Derby Day Update.....Laura Hamner
- IV. Identify Key Alumni Using Target Analytics Data.....Barbie Terry
- V. Update on Foundation Board of Directors Fiscal Year Giving.....Barbie Terry

**MEMBERS**

*Brad Botes '83, Chair*  
*Chester McKinney, Vice Chair*  
*Larry Bowser*

*Jim Page '01*  
*Uhland Redd*  
*Tom Ross '80*

*Nancy Sanford '78*  
*Jason Thomas '95*

*Barbie Terry, Staff Liaison*

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**ARTICLE V, Section 5**

The Development Committee shall assist the President of the University and Advancement staff as directed by the Chair in identifying and cultivating potential major donors.



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NORTH ALABAMA  

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FOUNDATION

**MINUTES  
DEVELOPMENT COMMITTEE  
UNA FOUNDATION**

*Friday, November 16, 2018; 10:00 a.m. – 11:30 a.m.*

*The Guillot University Center – University Events Conference Room*

Present: Chair Brad Botes, Vice Chair Chester McKinney, Joe Campbell, Jim Page, Uhland Redd and Jason Thomas

Absent: Larry Bowser, Tom Ross and Nancy Sanford

Others Present: Laura Hamner and Jason McNeal

Staff Liaison: Barbie Terry

The meeting was called to order at 10:00 a.m. A welcome was extended by Brad Botes, Chair. Chair Botes presented the minutes from the July 19, 2018 meeting to the committee and they were approved as presented. Chair Botes addressed that we would not be signing confidentiality forms in the committee meeting as discussed in the previous meeting because all members of the Foundation Board will sign a form in the meeting. Chair Botes then turned the meeting over to Ms. Laura Hamner for an update on Derby.

Ms. Hamner presented the new Derby webpage focusing specifically on the out of town tab. There was great discussion around engaging new patrons by enticing people to come back for the entire weekend. We decided to include a ticket for a Saturday morning brunch on campus, possibly in the GUC. The brunch ticket will also include a walking tour of campus. We also discussed adding a live auction in addition to the silent auction. Jason Thomas knows Henry King who is a local auctioneer who has worked with Will Trapp for other fundraisers in the area. We discussed items that the committee would consider big ticket items. Suggestions included a music tour and lunch with Judy and David Hood, a cocktail hour and tickets in the box with Dr. Kitts and dinner in Billy Reid's store. Jim Page opened discussion about Greek alumni involvement. He and Chester McKinney agreed to engage the alumni groups and encourage them to participate in Derby this year. Mr. Page, Mr. Thomas and Chair Botes all agreed to be a sponsor for Derby. Ms. Terry and Ms. Hamner will have a follow-up call with Chair Botes the week following Thanksgiving.

Ms. Terry followed the Derby conversation with asking the committee to consider inviting potential major donors to Derby as a guest. This effort will help the development team cultivate new major donors.

The meeting adjourned at 11:30 a.m.